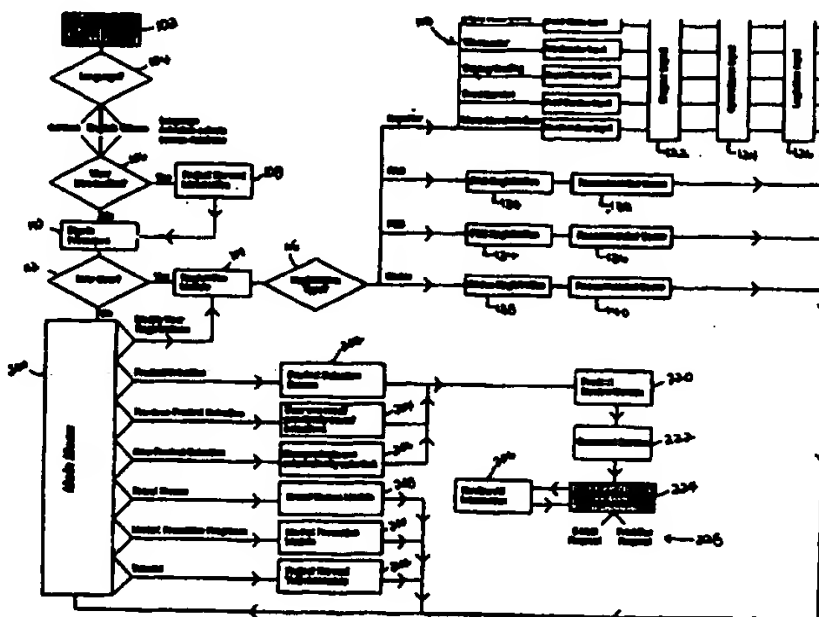


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(54) Title: METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING



(57) Abstract

A system for facilitating, selecting, ordering, and purchasing of products includes a purchase-facilitating, software-implemented computer system located near a buyer, a trade-facilitating hub, and one or more vendors. Using the purchase-facilitating program, the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer desires to purchase (200). After buyer-information and product-selection information have been entered in the purchase-facilitating program, that information is combined into a composite document which is sent (preferably via facsimile or internet) (228) to the trade-facilitating hub. At the hub, the composite document is converted into multiple documents which are sent to each corresponding vendor. The hub then forwards responses from the vendors to the buyer. If the buyer, hub, and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

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METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING**Cross-Reference to Related Applications**

5 This application claims priority from U.S. Provisional Patent Application Serial No. 60/006,604 entitled "METHOD AND SYSTEM FOR FACILITATING SELECTING, ORDERING AND PURCHASING OF PRODUCTS" filed on November 9, 1995.

Technical Field

10 The present invention is generally related to a method and a system for facilitating selecting, ordering and purchasing of products. The invention creates a composite request-for-price-quotation (RFQ) which is intended to be distributed to multiple vendors, wherein such RFQ is produced based on a buyer's requirements and preferences. More particularly, the invention concerns a user interface for a computer system facilitating product selection and purchasing. The invention may also include a language-variable user interface and product database.

Background

20 Many types of business entities purchase products for reselling or distributing. In any particular trade industry, there may be thousands of products available, and for each of those products there may be thousands of varieties and brands. For example, in the food industry, canned corn may be available in ten different sizes, in a dozen or more varieties (such as whole kernel, creamy, no salt, etc.), and in a hundred different brands. Also, there may be hundreds of vendors that supply canned corn, which vendors may have particular brands, sizes and varieties only during certain parts of the year. To make purchasing decisions, a buyer has thousands choices for each particular food product.

25 In addition, once a buyer has selected a product and a vendor, the buyer must obtain from the vendor an estimate of the supply terms and price. Presently, this process typically involves a series of letters and faxes sent back-and-

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forth between the buyer and each vendor to specify the products available, delivery, price and other supply-related terms.

The complexity of conventional food-product purchasing is exacerbated when products are being imported. As a practical matter, it is difficult
5 for a foreign buyer and domestic vendor to communicate in a timely manner because of language and time-zone differences. For example, a buyer in Germany may wish to purchase canned hams from a vendor in Portland, Oregon, U.S.A. If neither an interpreter or a common language exists, then the language difference will require translation services, which adds cost and time to a time-critical
10 negotiation. The practical result is such a situation is that the German buyer will not even make the request.

Disclosure of the Invention

The invented method and system facilitates a buyer's selection, order and purchase of products, which products are to be shipped from vendors to the
15 buyer. In addition, such trade facilitation is enhanced by a computer system with separate, but interrelated, vendor and product fields in the user interface, wherein the user interface and product database are language-variable.

In its preferred embodiment, the invented system includes a purchase-facilitating, software-implemented computer system at the buyer's site, a
20 trade-facilitating hub and one or more vendors. Using the purchase-facilitating program the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer would like to purchase. After buyer-information and product-selection information have been entered in the purchase-facilitating program, such information is
25 combined into a composite document. The document is sent (preferably via facsimile or internet) to the trade-facilitating hub.

At the hub, the composite document is converted into multiple documents which are sent to each respective vendor. Such conversion may be done electronically and automatically. The hub then forwards responses from the

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vendors to the buyer. If the buyer, hub and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

These and other advantages and objects of the present invention will
5 be more readily understood after consideration of the drawings and the detailed description of the preferred embodiment which follows.

Brief Description of the Drawings

Figs. 1-38 are color screen prints of representative successive screens presented to a buyer during an exemplary execution of a purchase-facilitating
10 program, which program is constructed in accordance with the invented method and system, wherein such screen prints also illustrate the user interface.

Fig. A is a flowchart illustrating a preferred implementation of a purchasing-program, which program is constructed in accordance with the invented system and method and produces the screens illustrated by Figs. 1-38.

Detailed Description of the Drawings and Best Mode for Carrying Out the Invention

The preferred embodiment and implementation of the invented system and method is described in a food-industry application. In particular, it is described below for use by food reselling and distributing businesses. However,
20 those skilled in the art understand that the invention may be used in any industry for any type of user, including an individual consumer who makes product selections via a home-shopping, television or cable network. References to the food industry and food products are presented for illustrative purposes and do not limit applications for the invention to other industries or users.

25 One way to characterize the invention is a product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier. The system includes a communication network linking such a buyer and such suppliers, which network includes a buyer interface

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(also referred to as a user interface). A directory of products offered by the suppliers is also located on the network. The buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

5 The above invention will be described below in the context of a food-product buyer, or user. That user will use a to-be-described purchase-facilitating program that is loadable on a personal computer. The preferred communication network between the user, to-be-described intermediary or trade-facilitating hub, and suppliers involves a telecommunication network usable via
10 modem communication between the computers of each member of the system, i.e. the user, intermediary and suppliers.

 In general, the preferred purchase-facilitating program, which is constructed in accordance with the preferred embodiment and implementation of the invented system and method, includes three main sections. The first or
15 preliminary section gathers information about the user and their preferences. The second section is the product selection and review, where the user selects desired products. The third or wrap-up section is where the user-specified ordering information is collected, organized and transmitted to a transaction facilitator (also referred to as a trade-facilitating hub or intermediary) for bid distribution.

20 The program will be described by referring to the flowchart in Fig. A and also to the exemplary screens shown in Figs. 1-38. When the program is executed (at 102 in Fig. A), a title screen, shown in Fig. 1, is displayed. At 104 and in Fig. 2, the user is asked to select their language of choice (hereinafter, the local language). The languages available in the preferred embodiments are English,
25 French, Spanish, German, Italian and Portuguese. The local language selected by the user is the language used throughout the remaining execution of the program. All questions asked and information presented will be in the local language of the user. Specifically, a source database exists for each language. Thus, in the preferred embodiment six source databases exist. Each communicative message or

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term, such as questions, responses, products, etc., has an indexable code associated with it. Each language's source database has that language's particular interpretation of the code associated message or term.

The following table (TABLE I) illustrates two source databases. A common exemplary and arbitrary index code is provided in the table and each source database has a specific associated term in a particular language:

TABLE I

Code	English	French
123	Cocoa & Milk Modifiers	Cocoa & lait modifiés
129	Diet Food	Produit Diététique
345	Cereal	Cereales

After the local language has been selected, at 106 and 108 the user may review the introduction (see Fig. 1). At 110, and shown in Fig. 4, the user is asked to sign-in or indicate that they are a new user. At 112, the program asks whether the user has previously registered on the program. If so, then an existing record is associated with the user and the program proceeds to the main menu at 200 (see Fig. 13). However, if the user has not previously registered, then the registration module of the program is implemented at 114. At 116 and shown in Fig. 5, the user selects the registration type of their organization. In general, these organizations are either commercial (business) entities or governmental agencies.

More particularly, a commercial entity may be a domestic commercial entity or a foreign importer. In the preferred embodiment of the invention, the Importer is the only classification of commercial entity available. Regarding governmental agencies, the preferred embodiment includes a) U.S. Department of Agriculture Foreign Agricultural Service (FAS); b) U.S. Department of Commerce U.S. & Foreign Commercial Service (FCS); and c) Department of Agriculture (States). Each classification of user has a classification-specific

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registration process where only questions related to that particular classification are asked. Of course, the type of user is not limited to those given above and may be extended to include a wide variety of users while remaining within the spirit and scope of the invention. For example, a consumer is a type of user (other than
5 commercial entity and government agency) that is presently envisioned for versions of the invention.

As an example of the registration process, it will be assumed that the user is an Importer. At 118 and shown in Fig. 6, the Importer is asked to identify the specific classification that best identifies their operations. As indicated at 120
10 and shown in Fig. 6, the Importer may select any available classification such as retail chain, wholesaler, buying/trade organization, product-service business (such as a restaurant) or a mass merchandiser. Information requested from the user varies depending on user classification. For example, a buying/trade organization would not be asked how many stores they have, whereas a retail chain would.

15 If the user were an FCS, then a screen such as Fig. 11 would be displayed at block 134 of the program illustrated by Fig. A. After that information is entered, then the user is asked information about the recommended users at 136 (see Fig. 12).

If the user classification is a retail chain, the following information,
20 as shown in Fig. 7, would be requested: company name, company's address (street and mailing), phone number, facsimile number, electronic mail address, total annual sales, imports as a percentage of sales, sales accounts, number of employees and how long the company has been in business. Any of these latter requests (which have down arrows in the figures) include pull-down, pre-defined selections.
25 For example, in response to total annual sales, the user may select any one of a number of ranges such as: (1) less than 5 million, (2) 5 to 20 million, (3) 20 to 50 million and so forth.

After the above general information regarding the company is entered into the program, the Importer is asked, as shown in Fig. 8, for additional

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information regarding the particular individual(s) using the system. In addition to the standard identifying information (such as address, phone number, etc.), the individual is asked to select the areas or types of products that the individual is responsible for purchasing. This allows for future options within the system to be personalized to the particular individual within a user entity using it. For example, if an individual indicated that they were responsible for purchasing automobile parts and camping gear for a retail chain, the system would not provide that individual any future information regarding any areas outside of those, unless the individual specifically requested it. Figs. 7 and 8 also show that the program accommodates organization with multiple buyers, and the buyer input block at 122 of Fig. A is depicted in Figs. 7 and 8.

Additional information about the Importer is requested at 124 and such request is shown in Fig. 9. That additional information is particularly useful to the trade-facilitating hub and vendors (or suppliers) in determining whether a business relationship with the Importer is desirable. As shown in Fig. 9, if the user is a retail chain, the user may be asked the number of stores in particular markets (i.e., countries). Also, the user may be asked for their credit references and trade references.

At 126 and shown in Fig. 10, the user provides logistical preferences. The user is asked his or her preferred way of receiving the goods. If the goods are to be imported, the port of importation is selected along with alternative ports if the preferred port is unavailable. Also, the INCO terms of sale are selected (such as Ex Factory, FOB Port of Export, C&F Port of Import, CIF Port of Import and Delivered Duty Paid). The user is also asked to select a preferred carrier and their account number for that carrier. Also, other miscellaneous shipping information is requested.

After the user information is selected and entered into the system, the program returns to the main menu at 200 (see Fig. 13). From the main menu, the user can proceed to one of several other modules, such as the Product Selection

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module. From the main menu, the user may preferably select Product Selection module at 202, Previous Selections module at 204, New Products module at 206, Brand Names module at 208, Market Promotion module at 210 and Tutorial module at 212. Also, the user may choose from the Main Menu to modify user registration. Discussion of the Product Selection module will be described.

During the Previous Selections module at 204, the system retrieves and displays for the user a list of previously selected products and the terms of an order for such products. The user is free to remove or add products from the selected list. When finished, this module proceeds to the Product Review module at 220.

During the New Products module at 206, the user is presented with a list of only the new products which are available and the user may select from among those new products. If the user is only interested in the most recent product offerings, then this module is preferred because it eliminates undesired information. The user is periodically provided with an updated list of available products with all new products appropriately labeled. After this module, the user proceeds to the Product Review module at 220.

In the Brand Names module at 208, the user is given a list of available brand names and related information about each brand. In the Market Promotion module at 210, the user is given information regarding various promotional programs that particular manufacturers, vendors or trade organization may be running to encourage purchase of particular products or purchase from particular sources. For example, the U.S. Meat Board may give a ten percent discount on all orders for beef which will ultimately be sold in Japan. This information may help the buyer decide what products to select. In the Tutorial module at 212, the user is taught about how to use the program. After the Brand Names module, Market Promotion module or Tutorial module, the program returns to the main menu at 200.

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In general, product selection (at 202, 204 or 206) and product review is the second main section of the program. Within the Product Selection module at 202, the user selects particular products for ordering. Examples of product selection screens are shown in Figs. 14-17. The user may select particular products in a number of different ways. Preferably, the categories of products related to the user's interest area are listed in a hierarchical fashion, and the user may select by navigating through the hierarchy to find a particular product for which they wish to receive a bid from a vendor.

For example, if the user's general interest area includes food and grocery items, the major food-product categories in the hierarchy appears on the screen, as shown in Fig. 14. The major categories may include labels such as bakery items, dairy products, meat, produce, canned goods, frozen foods, etc. If, as shown in Fig. 14, the user selects cereal, then the screen will change, as shown in Fig. 15, to show the minor categories under the major category cereal. The minor categories of cereal may include hot cereals and ready-to-eat cereals. If, as shown in Fig. 15, the user selects ready-to-eat cereal, then the screen will change, as shown in Fig. 16, to show the item list under the minor category of ready-to-eat cereals. The item list of ready-to-eat cereals may include any type of ready-to-eat cereals, such as apple cinnamon toasted oats, bran flakes, cocoa crunches, corn flakes, crisp crunch, crispy rice, fruit rings, etc.

In Fig. 16, the item "CEREAL CRISPY RICE *New*" is highlighted (indicating that it is selected). As is obvious from the designation, "*New*" means the particular item is a new product. Once the user selects this item, it appears in the Product Selection List shown on the right-side of Fig. 16.

In general, the user selects particular products for which they want to bid, and those products go into a list called the Product Selection List in which the user will later provide additional information which can be used to request and obtain a user-specified bid.

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Another way that the user may find a particular desired product is to use the systems search procedure shown on the right-side of Fig. 16 with a heading: "HS Code or Key Word Search". The user may input a particular product code or the key words related to products and the system will search for them.

5 In the Product Selection module, the user has the option to choose languages other than the one selected at the beginning of the program. This allows the user to see what the products are called in different languages. This may be particularly useful if the user knows the name of a product in one language, but does not know the name in the local language.

10 Fig. 17 shows a Product Selection List after the user has selected three different products. After a list of items has been selected, the program proceeds to block 220, the Product Review module, where the user inputs information about the chosen product, including the time and manner in which the product is to be shipped. The screens and a visual representations of the user-
15 interface of this module are shown in Figs. 18 and 19.

The screen/user-interface (as shown in Figs. 18 and 19) of the Product Review module includes two main sections: the product specification section (shown in Figs. 18 and 19 as a teal-colored, square-shaped information box which is framed in brown) and the supplier-information section (shown in Figs. 18
20 and 19 as a blue-colored, dipper-shaped information box which is also framed in brown).

The program correlates user-specified information so that information entered or selected in one of the program sections may affect the information displayed in another section. On the top of the Product Review screen
25 (as shown in Figs. 18 and 19) next to the heading "Product Description" is the particular product from the Product Selection List (created in the Product Selection module). The user may change which of the products from the list is for the Product Review. For example, Fig. 18 shows the "CORN WHOLE KERNEL" is the product of the list for this Product Review.

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The product specification section includes options related to designating the specifics of the product that the user wishes to order. For example, the option may include the following: package size, grade of the product and brand of the product. In addition, the user may select either the metric or English system to display units of measurement. Selecting particular options may cause other information in this and the supplier section to change. For example as shown in Fig. 19, if the product is corn whole kernel, the user may select an eight ounce package, a grade of Grade A Fancy and a brand such as NATURE'S PRIDE. As shown in Fig. 19, once a particular brand is selected, an image or picture of the particular product appears in a small product window so that the user may see what the product actually looks like. As seen in Fig. 19, the dimensions of the case and pallet used to transport the particular product appears in the product specification section.

The program also allows the user to simplify or limit their choice. For example, it is not necessary for the user to select a particular brand or a particular grade. If they choose, they can select "ALL" for brand and grade to leave their options open to any brand or any grade of that available product. In addition, the user can also leave open the option of product size or the user can specify product size.

Alternatively, as part of the product specification process, the user may be presented with a series of images, with each image representing the particular brand of a product being reviewed. The user may select the particular brand of the product they want by clicking on the image or selecting the image they desire.

Also presented on the screen/user-interface shown in Fig. 19 is a supplier-information section. Included in supplier-information is the following: a) an order/acquisition calendar; b) an option to see other products available from a particular supplier; c) supplier-specific information; and d) a map depicting the country or region in which the suppliers are located.

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The order/acquisition calendar typically includes a series of colorable boxes numbered 1 through 12 (for each month of the year) which indicate the availability or other information related to the product selected from a particular supplier. For example, as shown in Figs. 18 and 19, the order/acquisition calendar includes three specific calendars, namely, a production calendar, an available-to-ship calendar and a best-time-to-order calendar. When a particular supplier or suppliers have been selected, these calendars indicate when orders may be received and shipment expected. In the example shown in Fig. 19, the product from the particular supplier is produced in months 8 and 9 (i.e., August and September), is available all-year-round, and is best ordered from May through July.

Also included in the supplier-information section is an option to see other products available from a particular supplier. Also, when a particular supplier is selected, additional information regarding that supplier may be presented. Such information may include certifications or other trade or product-related material. That information may also include a list of ingredients or components found in a particular product from a particular supplier. Even though the user has selected a particular product, an individual supplier may have ingredients and components that vary from other suppliers. For example as shown in Fig. 19, the ingredients of NATURE'S PRIDE brand, Grade A Fancy, whole kernel corn may include: corn, water, sugar and salt. Another supplier may include additional items or fewer items (for example, may not include sugar).

Also included in the supplier-information section is a corresponding map. For example, and as depicted in Figs. 18 and 19, the products are being shipped from the United States so a map of the United States is shown. The map may be any geographic or stylized map. In a preferred embodiment, the map is a map of the United States, and on the map are a plurality of cartographically-positioned indicia (e.g., colored dots) indicating the geographical location of particular suppliers. The dots may be colored in such a manner to indicate whether a supplier supplies a particular product. When particular products are selected

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under the product selection screen, dots related to suppliers which do not provide that product dim or turn-off. For example, the map in Fig. 18 includes ten white dots meaning that all ten suppliers provide the product. But after the user selects particular specifications of the product, some of the dots dim (e.g., become gray) to
5 indicate that those suppliers do not have the particular product specified in the product-specification section. As shown in Fig. 19, three supplier-indicating dots are dimmed.

To designate a particular supplier, the user selects the supplier from a pull-down menu in the supplier-information section such as by clicking with a
10 computer mouse the dot on the map corresponding to the supplier. As shown in Fig. 19, when a particular supplier is selected its corresponding dot is highlighted (preferably in red).

Information entered and selected in either section of the Product Review screen/user-interface (shown in Figs. 18 and 19) affects whether and what
15 information is displayed in both sections. As demonstrated above, there is a relationship between product-specification information and supplier information.

Referring to the Product Review module at 220 in Fig. A, and after the user has selected and entered product specification and supplier information, the user is asked to provide more detailed information on shipping the product. As
20 shown in Fig. 20, after the user has asked for the particular item to be added to the bid request, the user is asked for additional shipping information. Next, as shown in Fig. 21, the user is asked their interest level. This informs the vendors how serious the user is and how likely the user is to be a future and frequent customer. Next, as shown in Fig. 22, the user is asked to provide additional logistical
25 information.

After the Product Review module is completed, the user is asked to review all of the information for accuracy, and is asked to enter any additional information which would go to the suppliers in a bid. In the preferred embodiment, the program proceeds to the Selection Review module at 222 (or 226) (see Figs.

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23-36). The user is asked to review all information related to the user and the requested products. Figs. 23-36 show the various screens and options preferably available.

At 224 and as shown in Fig. 37, the information entered by the user is collected into a composite request-for-price-quotation (RFQ) document which will be transmitted (or delivered) to the trade-facilitating hub. That document may be reviewed by the user in their local language, but when the document is transmitted, the program allows for it to be transmitted in the language of the hub. For example, if the user is French, they will be reviewing a document in French, but when the document is actually sent to the hub in the United States, the document is sent in English. Preferably, the document is transmitted via facsimile (telecopy) or across the internet via e-mail (as indicated at 228 of Fig. A). Of course, the document may also be sent in any desired way such as by mail or courier.

Once the hub receives the RFQ, the invention allows for official bid documents (also called trade leads) to be created for each particular supplier where each lead only includes information relevant to that particular supplier. In other words, if the user asked for car batteries and green beans, the supplier of green beans would not receive any information regarding the request for car batteries. An example of such a lead is shown in Fig. 38. The leads received by suppliers include information about the user company including financial-related information such as credit and trade references. To complete the communication, the hub would then receive bid-responsive information back from the suppliers, and transmit that information to the user in the user's local language.

The preferred embodiment of this system includes a software program at a user's site with an IBM-compatible or MACINTOSH microcomputer. Furthermore, the program is preferably written for use with an operating system having a graphical user interface, such as WINDOWS, WINDOWS 95, WINDOWS NT, OS/2 WARP or SYSTEM 7.x. Also, the program is preferably

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written in Visual Basic or Delphi 32. However, an programmer of ordinary skill understands that such program may be written any suitable programming language for use with any operating system. Preferably, the computer includes a modem for transmitting a facsimile or electronic mail. Alternatively, a facsimile document
5 may be printed and then facsimiled through a conventional facsimile machine or via the conventional mail system. The receiver of the information is the trade-facilitating hub which has a business relationship with the user and with a large group of vendors.

Also, the preferred embodiment of the program used by the user,
10 which program is constructed in accordance with the invention may be described the following outline:

**Screen Definitions for the User Program
In Its Preferred Embodiment**

- I. Title Screen
 - 15 A. Purpose
 - 1. initiates Project Harvest Usage
 - B. Operation
 - 1. program opens to Title Screen when user initiates Project Harvest
 - 20 2. displays logo & product title with "SM" notation
 - 3. displays user sign-in text box
 - a. user enters name
 - b. if system doesn't recognize name, user taken to User Registration screens
 - 25 c. if system recognizes name, user taken to Main Menu Screen
 - C. Buttons
 - 1. view introduction
 - a. takes user to introduction screens

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- 2. sign-in
 - a. takes user into User Registration screens
- D. Pop-up Window
 - 1. copyright statement
- 5 E. References to drawings
 - 1. blocks 102-112 in Fig. A
 - 2. Figs. 1-4
- II. Introduction System
 - A. Purpose
 - 10 1. informs user about ITG and Project Harvest
 - B. Operation
 - 1. currently under development and inactive
 - C. References to drawings
 - 1. blocks 106 and 108 in Fig. A
- 15 III. User Registration Screen
 - A. Purpose
 - 1. separates users into private and public sector registrations
 - B. Operation
 - 1. user clicks a button to identify his operating sector
 - 20 C. Buttons
 - 1. commercial users/foreign country importer
 - 2. governmental agencies/foreign agricultural service
 - 3. governmental agencies/foreign commercial service
 - 4. governmental agencies/states
 - 25 5. previous
 - 6. continue
 - D. References to drawings
 - 1. blocks 114 and 116 of Fig. A
 - 2. Fig. 5

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IV. Commercial Users/Foreign Country Importer Screen**A. Purpose**

1. identifies user's private sector operations

B. Operation

- 5 1. user clicks a button to identify his business type

C. Buttons

1. retail chain
2. wholesaler
3. buying/trading organization
- 10 4. food service
5. mass merchandiser
6. previous
7. continue

D. References to drawings

- 15 1. blocks 116 and 118 in Fig. A
2. Figs. 5 and 6

V. Commercial Users/Foreign Country Importer/Retail Chain**A. Purpose**

- 20 1. collects user registration information specific to retail chain operations

B. Operation

1. information gathered by entering text data or making selections from pull-down menus

C. Buttons

- 25 1. previous
2. continue

D. References to drawings

1. blocks 118 and 120 in Fig. A
2. Fig. 6

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VI. Commercial Users/Foreign Country Importer/Retail Chain - Company Information Screen

A. Purpose

1. collects information about registered user's company

5 B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

1. previous
2. continue

10

D. References to drawings

1. block 122 in Fig. A
2. Fig. 7

VII. Commercial Users/Foreign Country Importer/Retail Chain - Buyer Contact Screen

15

A. Purpose

1. collects information about registered user's buyer contacts

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

20

C. Buttons

1. previous
2. continue

D. References to drawings

1. block 122 in Fig. A
2. Fig. 8

25

VIII. Commercial Users/Foreign Country Importer/Retail Chain - Operations Profile Screen

A. Purpose

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1. collects information about registered user's company operations

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

1. previous
2. continue

D. References to drawings

1. block 124 in Fig. A
2. Fig. 9

IX. Commercial Users/Foreign Country Importer/Retail Chain - Logistical Preferences Screen

A. Purpose

1. collects information about registered user's preferred shipping arrangements

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

1. previous
2. continue

D. References to drawings

1. block 126 in Fig. A
2. Fig. 10

X. Commercial Users/Foreign Country Importer/Wholesaler

A. Purpose

1. collects user registration information specific to wholesale distribution operations

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- B. Operation
 - 1. currently under development and inactive
- XI. Commercial Users/Foreign Country Importer/Buying-Trading Organization
 - A. Purpose
 - 5 1. collects user registration information specific to large scale procurement operations
 - B. Operation
 - 1. currently under development and inactive
- XII. Commercial User/Foreign Country Importer/Food Service
 - 10 A. Purpose
 - 1. collects user registration information specific to food service distribution operations
 - B. Operation
 - 1. currently under development and inactive
- 15 XIII. Commercial Users/Foreign Country Importer/Mass Merchandiser
 - A. Purpose
 - 1. collects user registration information specific to drug & non-food distribution operations
 - B. Operation
 - 20 1. currently under development and inactive
- XIV. Governmental Agencies/Foreign Agricultural Service
 - A. Purpose
 - 25 1. identifies user's public sector operations on behalf of U.S. Department of Agriculture
 - 2. identifies local private sector companies as potential Project Harvest users
 - B. Operation
 - 1. information gathered by text data entry, pull-down menus and/or operating range selections

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C. Buttons

1. previous
2. continue

D. References to drawings

- 5 1. blocks 130 and 132 in Fig. A

XV. Governmental Agencies/Foreign Commercial Service

A. Purpose

1. identifies user's public sector operations on behalf of U.S. Department of Commerce
- 10 2. identifies local private sector companies as potential Project Harvest users

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

15 C. Buttons

1. previous
2. continue

D. References to drawings

1. blocks 134 and 136 in Fig. A
- 20 2. Figs. 11 and 12

XVI. Governmental Agencies/State Department of Agriculture

A. Purpose

1. identifies user's public sector operations on behalf of U.S. states
- 25 2. identifies local private sector companies as potential Project Harvest users

B. Operation

1. currently under development and inactive

C. Buttons

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1. previous

2. continue

D. References to drawings

1. blocks 138 and 140 in Fig. A

5 XVII. Main Menu

A. Purpose

1. opens program to numerous user-valuable modules

B. Operation

1. user clicks button to enter desired module

10 C. Buttons

1. product selection

2. brands

3. previous selections

4. market promotion programs

15 5. modify user registration

6. tutorial

7. view new items

8. previous

9. continue

20 D. References to drawings

1. block 200 in Fig. A

2. Fig. 13

XVIII.Brands Screen

A. Purpose

25 1. informs user about relative market positioning of brand labels
offered vis-a-vis product quality

B. Operation

1. currently under development and inactive

C. References to drawings

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1. block 208 in Fig. A

XIX. Previous Selection Screen**A. Purpose**

- 5 1. allows user to retrieve previously saved product selection list
and/or search string

B. Operation

1. currently under development and inactive

C. References to drawings

1. block 204 in Fig. A

10 **XX. Market Promotion Programs Screen**

A. Purpose

1. inform user about special export promotion programs offered
by industry trade boards

B. Operation

- 15 1. currently under development and inactive

C. References to drawings

1. block 210 in Fig. A

XXI. Modify User Registration Screen**A. Purpose**

- 20 1. allows user to return to registration screens to update/change
previous entries

B. Operation

1. user clicks button to return to first screen of his user
registration type

25 **C. References to drawings**

1. block 114 in Fig. A

XXII. Tutorial Screen**A. Purpose**

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1. inform user about special export promotion programs offered by industry trade boards

B. Operation

1. currently under development and inactive

5 C. References to drawings

1. block 212 in Fig. A

XXIII. View New Products Screen

A. Purpose

1. identifies for user new products added to this version/update of Project Harvest

10

B. Operation

1. currently under development and inactive

C. References to drawings

1. block 206 in Fig. A

15 XXIV. Product selection Screen

A. Purpose

1. allows user to identify specific products of interest for further review

B. Operation

1. all products classified by major category, minor category and item list

20

2. macro search

- a. user scrolls major categories and clicks on choice to open minor categories

25

- b. user scrolls minor categories and clicks on choice to open item list

- c. user scrolls item list and clicks on product to move it to move it to product selection list

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- d. user repeats process to build full list of product selections
- 3. key word search
 - a. user enters combination of words which computer searches against all product descriptions
 - (1) can use wild card operators - and, or, not, etc.
 - b. all matches appear in item list
 - c. user scrolls item list and clicks on product to move it to product selection list
 - d. user repeats process to build full list of product selections
- 4. hs (harmonized system) search
 - a. user enters up to 6 digits of hs code which computer searches against all product hs codes
 - (1) can use (asterisk) wild card operator
 - b. all matches appear in item list
 - c. user scrolls item list and clicks on product to move it to product selection list
 - d. user repeats process to build full list of product selections
- C. Buttons
 - 1. view all products
 - a. enables user to scroll major/minor/products for all products in database
 - 2. view new products
 - a. enables user to scroll major/minor/products for products new to current version
 - 3. remove item
 - 4. clear list

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- 5. product review
 - a. advance user to next screen
- 6. main menu
- D. Pull-Down
 - 5 1. search language
 - a. allows user to change on the fly language of major/minor/product display to
 - (1) English
 - (2) French
 - 10 (3) German
 - (4) Spanish
 - (5) Italian
 - (6) Portuguese
- E. References to drawings
 - 15 1. block 202 in Fig. A
 - 2. Figs. 14-17
- XXV. Product Review Screen
 - A. Purpose
 - 1. allows user to review all details of supplier product offerings
 - 20 B. Operation
 - 1. program searches database and displays product information based on user input
 - a. user inputs through pull-down menus and button-controlled pop-up windows
 - 25 2. information displays in color graphics and text boxes
 - 3. user selects product for review from product description pull-down
 - a. dots representing all suppliers capable of supplying product appear on map

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4. user selects package size from pull-down
 - a. dots of suppliers incapable of supplying chosen package size dimmed/inactivated on map
 - b. program defaults to display of metric size equivalent
 - 5 c. user can change on the fly between metric and English units
5. user selects product from pull-down
 - a. dots of suppliers incapable of supplying chosen grade dimmed/inactivated on map
- 10 6. user selects brand from pull-down
 - a. dots of suppliers incapable of supplying chosen brand dimmed/inactivated on map
7. user clicks on remaining supplier dots to display specific supplier information
 - 15 a. assists user in differentiating between available suppliers
 - (1) supplier information
 - (2) ingredients
 - (3) nutritional information
 - 20 (4) product procurement calendar
 - (5) case and pallet dimensions
8. user displays detail or brand label by clicking on picture to zoom in/zoom out
- C. Buttons
 - 25 1. add this product
 - a. opens pop-up windows for accumulation of additional user input
 - b. adds product and user inputs to list for incorporation into RFQ

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2. comments
 3. print this screen
 4. clear screen
 5. next product
 - 5 6. previous product
 7. product selection
 8. exit review
 - a. option 1: resume from point of interruption
 - b. option 2: resume from beginning of review list
- 10 D. Pop-Up Windows
1. capture user input about the product
 - a. user interest level
 - b. specific product requirements
 - c. timing of order initiation
 - 15 d. desired target price
 - e. samples requested
 - f. label production assistance
- E. References to drawings
1. block 220 in Fig. A
 - 20 2. Figs. 18-22
- XXVI. Import Comments
- A. Purpose
1. allows user to communicate specific needs relative to entire RFQ and/or ultimate purchase order
- 25 B. Operation
1. free flow text entry field
 2. pre-set list of question with yes/no radio button answers
- C. Buttons
1. previous

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2. continue
3. product review

XXVII. Selection Review

A. Purpose

- 5 1. allows user to review all input selections prior to compilation into RFQ

B. Operation

1. if user chooses not to review, program accepts selections as inputted, and:
 - 10 a. prepares print output of preformatted fax RFQ, or
 - b. prepares text file for RFQ transmission as e-mail
2. if user chooses to review, goes to review pop-ups

C. Buttons

1. review
- 15 2. e-mail
3. print/fax

D. Pop-up Windows

1. company information
 - 20 a. user can change information in these text fields, pull-down menus on this pop-up
2. buyer contacts
 - a. user can change information in these text fields, pull-down menus on this pop-up logistical preferences
3. logistical preferences
 - 25 a. user can change information in these text fields, pull-down menus on this pop-up
4. product selections
 - a. only information in text fields and pull-down menus can be changed on this pop-up

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- b. user returned to Product Review screen to change information derived from product database

- 5. importer comments

- a. user can change information in these text fields, pull-down menus on this pop-up

5

- A. References to drawings

- 1. blocks 222 and 226 in Fig. A
 - 2. Figs. 23-36

XXVIII. Creation and Transmission of RFQ

10

- A. Purpose

- 1. Compiles information into an RFQ and transmits RFQ to trade-facilitating hub

- B. Operation

- 1. if RFQ was not already created, RFQ is created
 - 2. user may choose to review RFQ in local language
 - 3. transmits or prints RFQ via:
 - a. fax
 - b. electronic mail (via internet)
 - c. mailing a hardcopy

15

20

- A. References to drawings

- 1. blocks 224 and 228 in Fig. A
 - 2. Figs. 37 and 38

25

Another way of understanding the invention is using software which would be used at the user's site. Attached to the priority application are four 3½" diskettes containing a user program made in accordance with a preferred embodiment of the invention. A microcomputer must at least have the following technical specifications effectively to run this program: IBM-compatible Personal Computer (PC) with VGA graphics capability (minimum resolution of 640 x 480)

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and with MICROSOFT WINDOWS 3.1 or later (or equivalent) operating system.

To load the program the following instructions should be followed:

1. In File Manager, create a new directory called "ITG" under drive C;
2. In File Manager, copy the entire contents of diskettes 1-4 into the
5 ITG directory;
3. Return to Program Manager;
4. Create a new Group and call it "PROJECT HARVEST" by typing
that name in the Description box;
5. In the Command Line box type the following:
10 "C:\ITG\MTB30RUN.EXE IPR1031Z.TBK";
6. Click on Change Icon button; Click on the Browse button and go to
the ITG directory; In that directory, select "ITG.ICO";
7. Click on OK buttons to return to Program Manager's main screen;
8. An ITG icon should be seen in the "PROJECT HARVEST" group;
15 the program may be executed by double-clicking on the icon; note
that some buttons are inactive.

While the preferred embodiment and best mode of the invention have been disclosed, variations and changes may be made without departing from the spirit and scope of the invention.

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I CLAIM:

1. A product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network; and

wherein the buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

2. The system of paragraph 1, wherein the network also links an intermediary with the buyer and suppliers, and the network includes an intermediary interface that allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

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3. The system of paragraph 1 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

4. The system of paragraph 2 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

5. The system of paragraph 4 wherein the network links plural buyers and includes plural buyer interfaces.

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6. A method of allowing a buyer to select desired products from a directory of products offered by suppliers, and to order such selected products from a corresponding supplier, comprising:

providing a communication network linking such a buyer and such suppliers;

including in the network a buyer interface;

placing on the network a directory of products offered by the suppliers; and

allowing the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

7. The method of paragraph 6, wherein the providing step further includes the substep of making a network link with an intermediary, and wherein the method further includes having an intermediary interface on the network to allow the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

8. The method of paragraph 6 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

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9. The method of paragraph 7 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the making substep includes making an intermediary interface that allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

10. The method of paragraph 4 wherein the providing step provides a communication network that links plural buyers and includes plural buyer interfaces.

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11. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language, and for translating such an order; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, to choose a language for the order, and to transmit the order to the buyer-chosen supplier.

12. The system of paragraph 11 wherein the directory exists in a code that is not a language spoken by humans.

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13. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer, such suppliers and an intermediary, which network includes a buyer interface and an intermediary interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, and the intermediary interface allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

14. The system of paragraph 13 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary.

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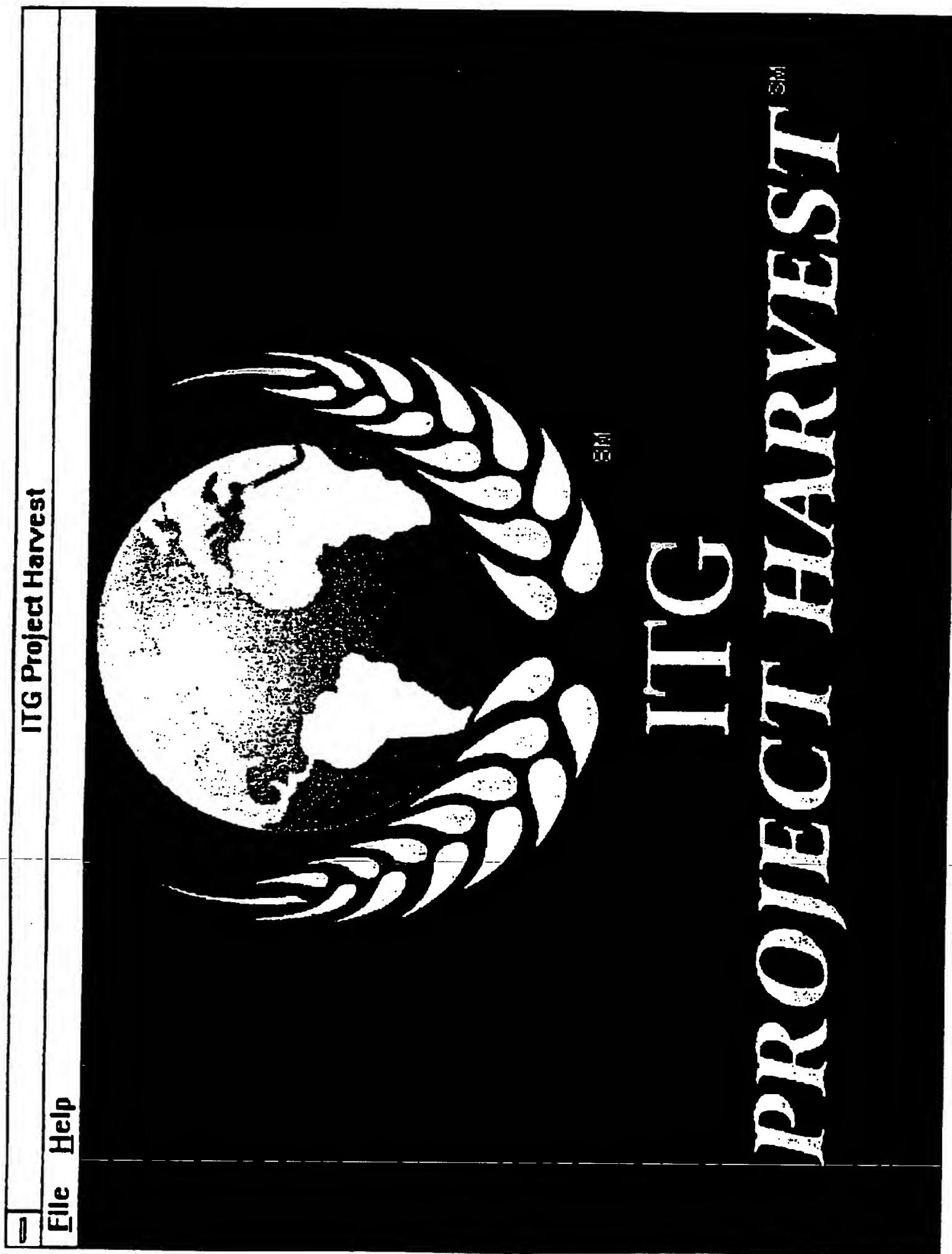
15. The system of paragraph 14 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive together the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

16. The system of paragraph 15 wherein the network links plural buyers and includes plural buyer interfaces.

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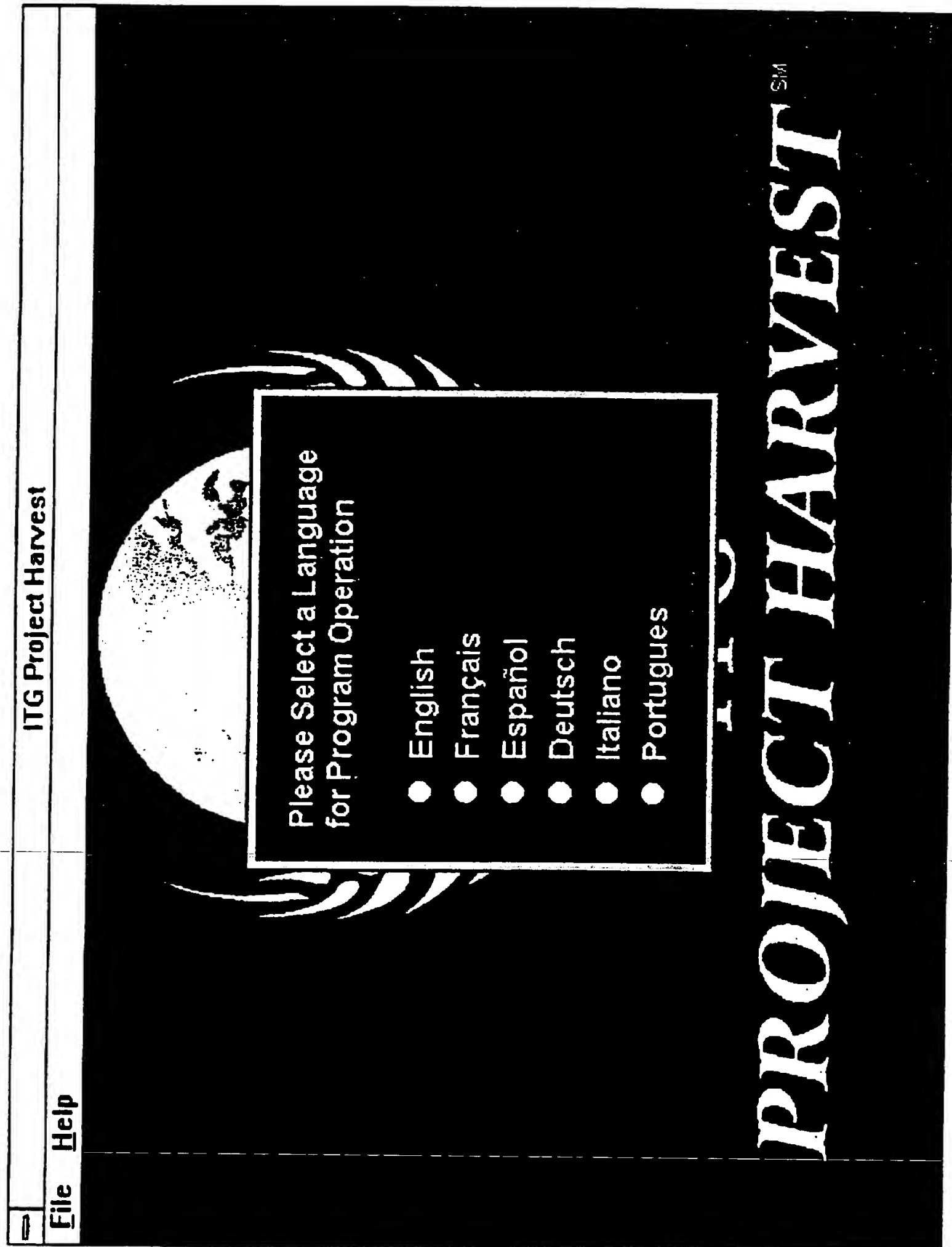
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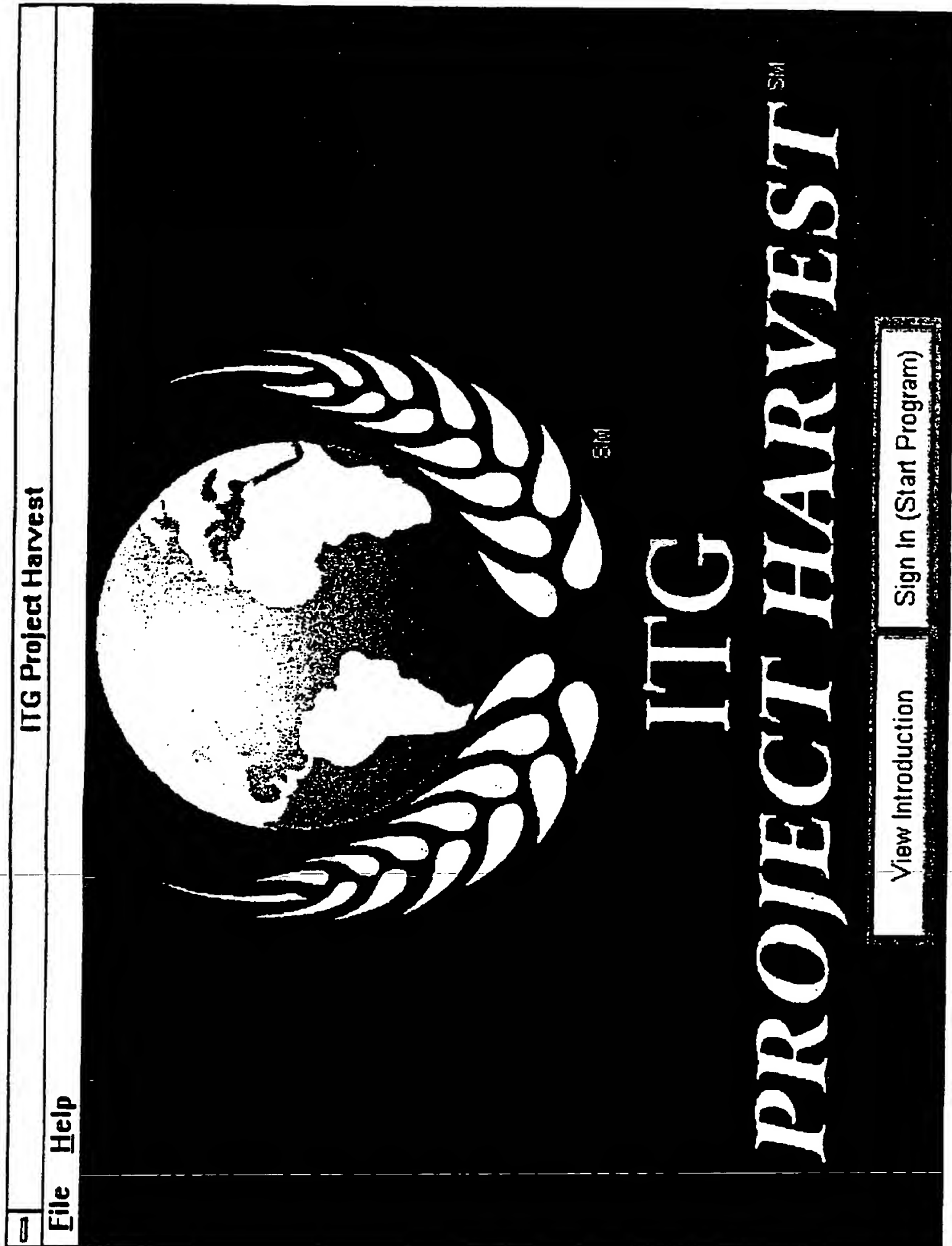
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ITG Project Harvest	
File	Help



Project Harvest - Sign In

User Registration Number: FR12345A

CD-ROM Version: v.2.1 - Dec 95

Enter your name (first, last).
Click on "New User" if you are using this system for the first time.
Click on "Sign In" button if you have used this system in the past.


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ITG Project Harvest	
File	Help



User Registration

Select Your Registration Type

Commercial Users

Importer

Foreign Country Importer

Governmental Agencies

FAS

U.S. Department of Agriculture
Foreign Agricultural Service

FCS

U.S. Department of Commerce
U.S. & Foreign Commercial Service

States


Department of Agriculture

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ITG Project Harvest	
File	Help




User Registration

Project Harvest

Foreign Country Importers

Retail Chain	Retail Food Product Stores
Wholesaler	Wholesale Distribution to Food Retailers
Buying/Trading Organization	Cooperative Procurement Organization
Food Services	Wholesale Distribution to Food Services Industry
Mass Merchandiser	Drug & Non-Food Retailer




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ITG Project Harvest	
File	Help
<div style="display: flex; justify-content: center; align-items: center;"><div style="margin-left: 10px;"><h1 style="margin: 0;">User Registration</h1><p style="margin: 0;">Project Harvest</p></div></div> <p style="text-align: center; margin-top: 10px;">Use the spaces below to provide information about your company. NOTE: Once you have completed a line of information, use the TAB key to continue.</p>	
<h2 style="margin: 0;">Retail Food Chain - Company Information</h2>	
<div style="display: flex; justify-content: space-between;"><div style="width: 45%;"><p>Company Name <input style="width: 90%;" type="text"/></p></div><div style="width: 50%;"><div style="display: flex; justify-content: space-between;"><div style="width: 48%;"><p>Street Address <input style="width: 98%;" type="text"/></p><p>City <input style="width: 98%;" type="text"/></p><p>State <input style="width: 98%;" type="text"/></p><p>Country <input style="width: 98%;" type="text"/></p><p>Postal Code <input style="width: 98%;" type="text"/></p></div><div style="width: 4%; text-align: center;"><p>Mailing Address</p><p>City</p><p>State</p><p>Country</p><p>Postal Code</p></div><div style="width: 48%;"><p><input style="width: 98%;" type="text"/></p><p><input style="width: 98%;" type="text"/></p><p><input style="width: 98%;" type="text"/></p><p><input style="width: 98%;" type="text"/></p><p><input style="width: 98%;" type="text"/></p></div></div></div></div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"><div style="width: 45%;"><p>Phone # <input style="width: 90%;" type="text"/></p></div><div style="width: 50%;"><p>Fax # <input style="width: 90%;" type="text"/></p><p>E-Mail <input style="width: 90%;" type="text"/></p></div></div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"><div style="width: 45%;"><p>Total Annual Sales <input style="width: 90%;" type="text"/></p></div><div style="width: 50%;"><p>Imports as % of Sales <input style="width: 90%;" type="text"/></p><p>Retail Stores <input style="width: 90%;" type="text"/></p><p>No. Employees <input style="width: 90%;" type="text"/></p><p>How Long in Business <input style="width: 90%;" type="text"/></p></div></div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"><div style="width: 45%; text-align: center;"><p><input type="button" value="Previous"/></p></div><div style="width: 50%; text-align: center;"><p>Click on the "Continue" button after you have completed the information above.</p><p><input type="button" value="Continue"/></p></div></div>	

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ITG Project Harvest				
File Help				
 User Registration				
Primary Contact	Buyer No. 1	Buyer No. 2	Buyer No. 3	Buyer No. 4
				More Buyers
PRODUCT BUYING RESPONSIBILITY				
Name				
Title				
Phone #				
Fax #				
Street Address				
City				
State				
Country				
Postal Code				
Full E-Mail Address				
<input type="checkbox"/> Send a copy of CD-ROM				
Remove Item				
Clear List				
MAJOR CATEGORY Bakery Items				
MINOR CATEGORY				
Bread				
Buns				
Cookies				
Donuts				
Muffins				
Pastries				
SELECT YOUR PRODUCT BUYING RESPONSIBILITY				
Click on the "Continue" button after you have completed the information above.				
Previous				
Continue				

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ITG Project Harvest	
File	Help



User Registration

Retail Food Chain - Operations Profile

Retail Store Locations	Credit References
Select Country Markets <input type="text"/>	Bank <input type="text"/>
	Contact <input type="text"/>
	FAX <input type="text"/>
	Account <input type="text"/>

Trade References
Company <input type="text"/>
Contact <input type="text"/>
FAX <input type="text"/>
Company <input type="text"/>
Contact <input type="text"/>
FAX <input type="text"/>
Company <input type="text"/>
Contact <input type="text"/>
FAX <input type="text"/>

Remove Item

Clear List


Previous

Continue

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 User Registration <i>Project Harvest</i>	
File Help	ITG Project Harvest

Retail Food Chain - Logistical Preferences

Ports of Importation

Preferred

Alternative

INCO Terms of Sale

☐ Ex Factory
☐ FOB Port of Export
☐ C&F Port of Import

☐ CIF Port of Import
☐ Delivered Duty Paid

Sample Policy

Product samples are available upon request. They will be shipped to the Registered User FREIGHT COLLECT. An alternative size containing the same product quality will be substituted if the requested package size is not available. Samples delivered by:

Carrier

Acct No.

If multiple samples are requested, please ship:

☐ Direct from individual suppliers
☐ Via sample consolidation service

Preferred Service Suppliers

International Bank

Courier Service

Airfreight Forwarder

Steamship Line

Freight Forwarder

Customs Broker

Marine Insurance

[Previous](#)


Click on the "Continue" button after you have completed the information above.

[Continue](#)

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ITG Project Harvest																							
File	Help																						
 <h1>User Registration</h1>																							
<p>Use the spaces below to provide information about yourself. NOTE: Once you have completed a line of information, use the TAB key to continue.</p>																							
U.S. & Foreign Commercial Service	<table><tr><td>Country</td><td></td></tr><tr><td>Post Designation</td><td></td></tr><tr><td>Officer</td><td></td></tr><tr><td>Title</td><td></td></tr><tr><td>Post Location</td><td></td></tr><tr><td>Street Address</td><td></td></tr><tr><td>City</td><td></td></tr><tr><td>Mailing Address</td><td></td></tr><tr><td>City</td><td></td></tr><tr><td>Telephone No.</td><td></td></tr><tr><td>FAX No.</td><td></td></tr></table>	Country		Post Designation		Officer		Title		Post Location		Street Address		City		Mailing Address		City		Telephone No.		FAX No.	
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Mailing Address																							
City																							
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Click on the "Continue" button after you have completed the information above.

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ITG Project Harvest	
File	Help



User Registration

Use the spaces below to provide information about yourself.
NOTE: Once you have completed a line of information, use the TAB key to continue.

Recommended Potential Users

Potential User 1	Potential User 2
Company	Company
Contact	Contact
Phone #	Phone #
Fax #	Fax #
Street Address	Street Address
Country	Country
City	City
State	State
Reason	Reason

Previous User

Next User

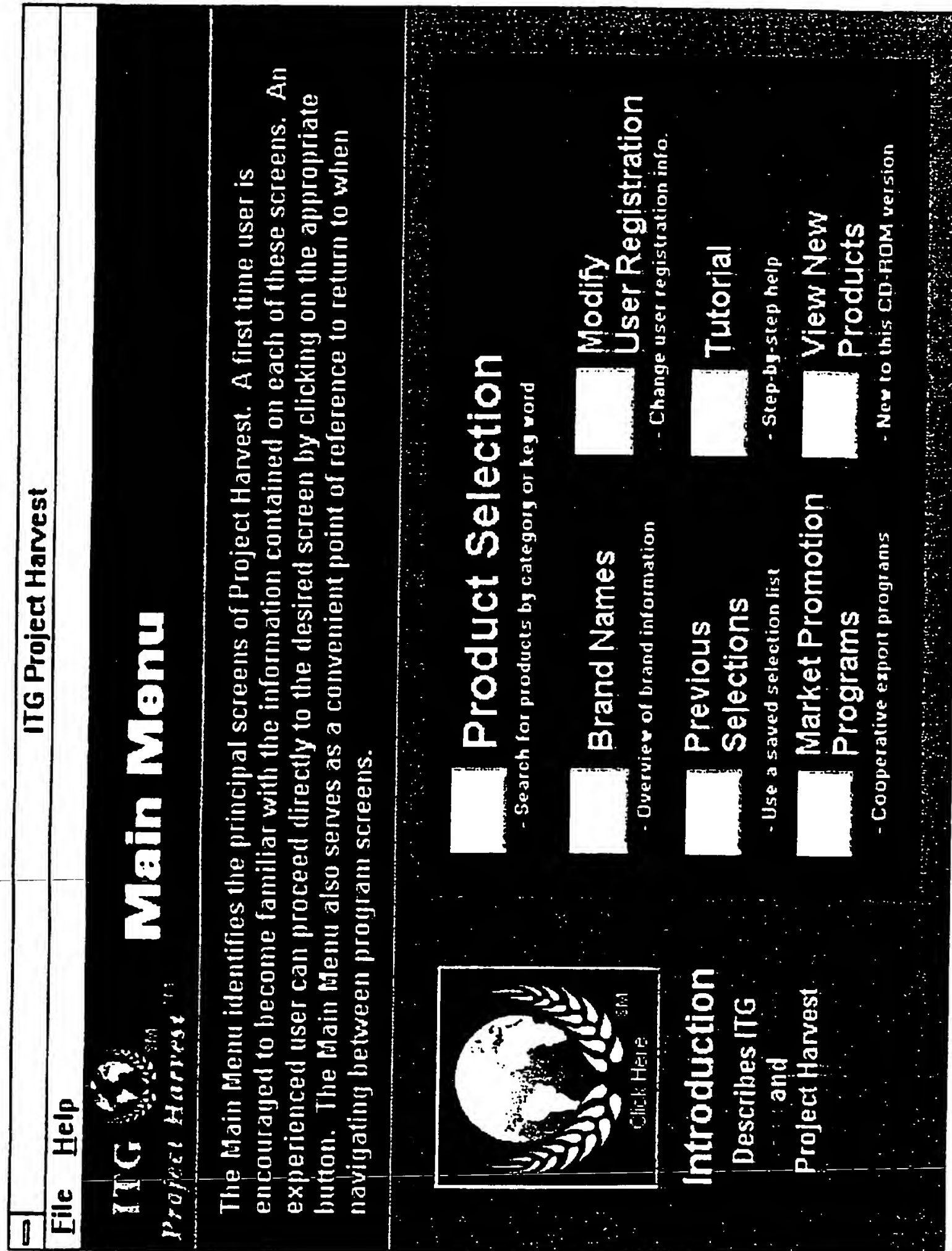
Continue

Click on the "Continue" button after you have completed the information above.

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ITG Project Harvest																															
File	Help																														
<div><h1>Product Selection</h1><div>MAIN MENU</div></div>																															
<div><div><div>View All Products</div><div>View New Products</div></div><div><div>MAJOR CATEGORY</div><div>Cereal</div></div><table><tbody><tr><td>Automotive Supplies</td><td></td></tr><tr><td>Baby Needs</td><td></td></tr><tr><td>Bakery Items</td><td></td></tr><tr><td>Baking Mixes</td><td></td></tr><tr><td>Bulk Items - Food & Non-Food</td><td></td></tr><tr><td>Candy</td><td></td></tr><tr><td>Cereal</td><td>* New *</td></tr><tr><td>Cheese</td><td></td></tr><tr><td>Cocoa & Milk Modifiers</td><td>* New *</td></tr><tr><td>Coffee, Tea</td><td></td></tr><tr><td>Condiments & Sauces</td><td></td></tr><tr><td>Crackers, Cookies</td><td></td></tr><tr><td>Dairy Products-Fresh</td><td></td></tr><tr><td>Deodorants</td><td></td></tr><tr><td>Desserts</td><td></td></tr></tbody></table><div><div>SELECT A MINOR CATEGORY</div><div>SELECT A SPECIFIC PRODUCT ITEM</div></div></div>		Automotive Supplies		Baby Needs		Bakery Items		Baking Mixes		Bulk Items - Food & Non-Food		Candy		Cereal	* New *	Cheese		Cocoa & Milk Modifiers	* New *	Coffee, Tea		Condiments & Sauces		Crackers, Cookies		Dairy Products-Fresh		Deodorants		Desserts	
Automotive Supplies																															
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Dairy Products-Fresh																															
Deodorants																															
Desserts																															

HS Code or Key Word Search

AND OR NOT

Start Search

Product Selection History

Remove Item

Clear List

Click here to review details of product selections.


Product Review

Search Language English

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ITG Project Harvest	
File Help	
<div><h1>Product Selection</h1><div>MAIN MENU</div></div>	
<div><div><div>View All Products</div><div>View New Products</div></div><div><div>MAJOR CATEGORY Cereal</div><div>MINOR CATEGORY READY-TO-EAT CEREAL</div><div>HOT CEREALS</div><div>READY-TO-EAT CEREAL</div><div>NEW</div></div><div><div>Product Selection List</div></div></div>	
<div><div>HS Code or Key Word Search</div><div>AND OR NOT</div><div>Start Search</div></div>	
<div><div>Remove Item</div><div>Clear List</div></div>	
<div><div>Click here to review details of product selections.</div><div>Product Review</div></div>	

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ITG Project Harvest																													
File	Help																												
<div><h1>Product Selection</h1><div>MAIN MENU</div></div>																													
<div><div><div>View All Products</div><div>View New Products</div></div><div><div>MAJOR CATEGORY</div><div>Cereal</div></div><div><div>MINOR CATEGORY</div><div>READY-TO-EAT CEREAL</div></div></div>																													
<div><div><div>HS Code or Key Word Search</div><div>AND OR NOT</div><div>Start Search</div></div><div><div>Product Selection List</div><table border="1"><thead><tr><th></th><th></th></tr></thead><tbody><tr><td>CEREAL APPL CINN TSTD OATS</td><td></td></tr><tr><td>CEREAL BRAN FLAKES</td><td></td></tr><tr><td>CEREAL COCOA CRUNCHIES</td><td></td></tr><tr><td>CEREAL CORN FLAKES</td><td></td></tr><tr><td>CEREAL CORN FLAKES ADV PK</td><td></td></tr><tr><td>CEREAL CRISP CRUNCH</td><td></td></tr><tr><td>CEREAL CRISPY RICE</td><td>New</td></tr><tr><td>CEREAL CRISPY RICE ADV PK</td><td></td></tr><tr><td>CEREAL FROSTED FLAKES</td><td></td></tr><tr><td>CEREAL FROSTED FLAKES ADV PK</td><td></td></tr><tr><td>CEREAL FRUIT RINGS</td><td></td></tr><tr><td>CEREAL FRUIT RINGS ADV PK</td><td></td></tr><tr><td>CEREAL HONEY NUT TSTD OAT</td><td>New</td></tr></tbody></table><div><div>Remove Item</div><div>Clear List</div></div></div></div>				CEREAL APPL CINN TSTD OATS		CEREAL BRAN FLAKES		CEREAL COCOA CRUNCHIES		CEREAL CORN FLAKES		CEREAL CORN FLAKES ADV PK		CEREAL CRISP CRUNCH		CEREAL CRISPY RICE	New	CEREAL CRISPY RICE ADV PK		CEREAL FROSTED FLAKES		CEREAL FROSTED FLAKES ADV PK		CEREAL FRUIT RINGS		CEREAL FRUIT RINGS ADV PK		CEREAL HONEY NUT TSTD OAT	New
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CEREAL FRUIT RINGS ADV PK																													
CEREAL HONEY NUT TSTD OAT	New																												
<div><div>Click here to review details of product selections.</div><div><div>Search Language</div><div>English</div></div><div><div>Product Review</div></div></div>																													

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ITG Project Harvest

File Help



Project Harvest

Product Selection

MAIN MENU

View All Products

HS Code or Key Word Search

MAJOR CATEGORY Fruit, Canned

**NOT
ON
ONLY**

Start Search

MINOR CATEGORY	CANNED PEACHES
1	1
2	2
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99	99
100	100

Find a good selection

PEACHES DICED YELLOW CLING

PEACHES HALVES YELLOW CLING

PEACHES SLICED YELLOW CLING

CORN WHOLE KERNEL

CEREAL CRISPY RICE

PEACHES SLICED YELLOW CLING

APPOINTING REQUISITE EMPLOYERS

Search Language **English**

**Click here to review details
of product selections.**

Product Review



Remove Item

Clear List

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ITG Project Harvest	
File Help	
<div>  Product Review </div>	
<div> <div>PROD. SELECTION</div> <div>MAIN MENU</div> </div>	
<div> <div>Product Description</div> <div>CORN WHOLE KERNEL</div> </div>	
<div> <div> <div>NO PREFERENCE</div> <div>Package Size</div> <div> <div>Net Wt (lb)</div> <div>Net Wt (kg)</div> <div>Unit Case</div> <div>Unit Pallet</div> </div> </div> <div> <div>Length</div> <div>Width</div> <div>Height</div> <div>Cube</div> <div>Weight</div> </div> </div>	
<div> <div>Grade</div> <div>ALL</div> </div>	
<div> <div>Brand</div> <div>ALL</div> </div>	
<div> <div>Order Acquisition Calendar</div> <div> <div>Production</div> <div>123456789101112</div> </div> <div> <div>Available to Ship</div> <div>123456789101112</div> </div> <div> <div>Best Time to Order</div> <div>123456789101112</div> </div> </div>	
<div> <div>Other Products Available from this Supplier</div> <div> <div>Print this Screen</div> <div>Reset this screen</div> </div> </div>	
<div> <div>Supplier</div> <div>ALL</div> </div>	
<div>  </div>	
<div> <div>Supplier Information</div> <div>EXPAND</div> </div>	
<div> <div>Ingredients</div> <div>NLEA</div> <div>EXPAND</div> </div>	
<div> <div>Continue</div> <div>Add this Product</div> <div>Exit Review</div> </div>	
<div> <div>BACK</div> <div>Product Selections</div> <div>NEXT</div> </div>	

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[illegible]

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ITG Project Harvest																																	
File Help	<div style="display: flex; justify-content: space-between;"> <div style="text-align: center;"> ITG Project Harvest Product Review </div> <div style="text-align: right;"> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">MAIN MENU</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">BRAND SELECTION</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Add Item</div> </div> </div>																																
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Identify Your Shipping Preferences</p> <div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> <input type="radio"/> Floor Loaded <input type="radio"/> Slip Sheet <input checked="" type="radio"/> Palletized </div> <div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> 20' Full Container Load <input checked="" type="checkbox"/> 40' Full Container Load <input type="checkbox"/> LCL Consolidation </div> </div> </div> <div style="width: 45%;"> <p>Click on the "DONE" button when finished</p> <div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> <p>Do you currently import this product? <input type="radio"/> YES <input checked="" type="radio"/> NO</p> <p>If so, from where?</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> </table> </div> <div style="border: 1px solid black; padding: 5px;"> <p>Use this field to communicate specific requirements for this product.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> </table> </div> </div> </div>																																	
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<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 45%;"> <p>Product Selections</p> <p>BACK NEXT</p> </div> <div style="width: 45%; text-align: center;"> <p>Print this screen</p> <p>Add this Product</p> <p>Exit Review</p> <p>Continue</p> </div> </div>																																	

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ITG Project Harvest																																					
File Help																																					
 <h1 style="display: inline; margin-left: 10px;">Product Review</h1>																																					
<div style="border: 1px solid black; padding: 2px; display: inline-block;">PROD. SELECTION</div> <div style="border: 1px solid black; padding: 2px; display: inline-block; margin-left: 10px;">MAIN MENU</div>																																					
<div style="border: 1px solid black; padding: 5px;"> Product  </div>	<div style="border: 1px solid black; padding: 5px;"> <div style="display: flex; justify-content: space-between;"> <div> User Interest Level </div> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">ITEM</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">EXPAND</div> </div> </div> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p>User Interest Level</p> <p>Your price quotation will depend on the volume and frequency of the order that you are prepared to place. Please indicate in one of the categories below the interest that you have in this product.</p> <p>Cases <input type="text"/> 20' Containers <input type="text"/> 40' Containers <input type="text"/></p> <p>Over What Time Period? <input type="radio"/> Monthly <input type="radio"/> Quarterly <input checked="" type="radio"/> Annually <input type="radio"/> Other</p> <p>Do you want samples of this product from this supplier? <input type="radio"/> Yes <input checked="" type="radio"/> No</p> <p>Date Buying Expected to Begin <input type="text"/></p> <p>Target Price (with INCO term) <input type="text"/></p> <p style="text-align: center; border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">Done</p> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> Order Acquisition Calendar Production <table border="1" style="font-size: 0.8em;"> <tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td></tr> </table> Available to Ship <table border="1" style="font-size: 0.8em;"> <tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td></tr> </table> Best Time to Order <table border="1" style="font-size: 0.8em;"> <tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td></tr> </table> </div> <div> Ingredients <div style="border: 1px solid black; height: 40px; width: 100%;"></div> </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Other Products available from this Supplier</div> </div> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">RILEA</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">EXPAND</div> </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">BACK</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Product Selections</div> </div> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">NEXT</div> </div> <div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Reset this screen</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Print this Screen</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Add this Product</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Exit Review</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Continue</div> </div> </div></div>	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
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1	2	3	4	5	6	7	8	9	10	11	12																										

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ITG Project Harvest	
File Help	Label Policy
<p>ITG can assist you in the development process if you would prefer to buy this product under your own private label. We have the experience and facilities to do your creative artwork and label production. The cost of producing this new label will be factored into the export quotation for this product. The cost of producing a new label will be approximately \$500 to \$1,000 per label.</p>	
<p>Label Language English</p>	
<p>Do you wish product shipped with:</p> <p><input checked="" type="radio"/> Manufacturer supplied label <input type="radio"/> Your own label</p>	
<p> <input type="radio"/> Yes <input checked="" type="radio"/> No Do you wish ITG to assist in developing new labels? <input type="radio"/> Yes <input checked="" type="radio"/> No Do you own any registered trademarks that you will include on the labels? <input type="radio"/> Yes <input checked="" type="radio"/> No Do you have label films available? <input type="radio"/> Yes <input checked="" type="radio"/> No Is there a specific marketing message you wish to communicate through your label? (use field below) </p>	
<p>Done</p>	
<p> <input type="button" value="Reset this screen"/> <input type="button" value="Print this Screen"/> <input type="button" value="Add this Product"/> <input type="button" value="Exit Review"/> </p>	
<p> <input type="button" value="NEXT"/> <input type="button" value="Continue"/> </p>	

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ITG Project Harvest	
File	Help
 Selection Review	
COMMENTS	MAIN MENU
<p>The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.</p>	
Click on "Review Selections" to review selections.	Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.
Review Selections	E-Mail
	Make sure that your printer/fax modem is set as the default printer, then click on the PRINT/FAX button.
	Print/Fax

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24/39

ITG Project Harvest			
File		Help	
<div>Company Information</div> <div>Company Contacts Operations Profile Logistical Preferences Product Specifications Importer Comments</div>			
Retail Food Chain - Company Information			
Company Name Marque Distributeur Int'l., S.A.			
Street Address	Batiment Charles de Gaulle 28 Rue Vendôme	Mailing Address	Postal Ciax 74-19
City	75002 - Paris	City	75002 - Paris
State		State	
Country	France	Country	France
Postal Code		Postal Code	
Phone #	33-1-47.50.26.40	Fax #	33-1-47.50.26.38
E-Mail		marquedis@attmail.com	
Total Annual Sales	\$50 - \$100 million	Imports as % of Sales	0% - 20%
Retail Stores	501 - 750	No. Employees	101-200
How Long in Business			More than 20 years
Done			

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ITG Project Harvest					
File		Help			
Company Information		Operations Profile	Logistical Preferences	Product Specifications	Importer Comments
Buyer No. 1		Buyer No. 2	Buyer No. 3	Buyer No. 4	Buyer No. 5
More Buyers					
Name: Jean Monceau					
Title: Category Manager/Buyer					
Phone #: 33-1-47 50 26 59					
Fax #: 33-1-47 50 26 38					
Street Address: Batiment Charles de Gaulle 28 Rue Vendôme					
City: 75002 - Paris					
State:					
Country: France					
Postal Code:					
Full E-Mail Address: marquedist@attmail.com					
<input checked="" type="checkbox"/> Send a copy of CD-ROM					
Remove Item		Clear List			
MAJOR CATEGORY					
Automotive Supplies					
Baby Needs					
Bakery Items					
Baking Mixes					
Bulk Items - Food & Non-Food					
Candy					
SELECT A MINOR CATEGORY					
SELECT YOUR PRODUCT BUYING RESPONSIBILITY					
Vegetables, Canned					
Fruit, Canned					
Cereal					
Product BUYING RESPONSIBILITY					

Done

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ITG Project Harvest					
File		Help			
Company Information		Company Profile	Logistical Preferences	Product Specifications	Importer Comments
Primary Contact		Buyer No. 1	Buyer No. 2	Buyer No. 3	Buyer No. 4
Name		Antoine Betrand			
Title		Category Manager/Buyer			
Phone #		33-1-47 50 26 59			
Fax #		33-1-47 50 26 38			
Street Address		Batiment Charles de Gaulle 28 Rue Vendôme			
City		75002 - Paris			
State					
Country		France			
Postal Code					
Full E-Mail Address		marquedist@attmail.com			
<input checked="" type="checkbox"/> Send a copy of CD-ROM					
		Done			

Product Buying Responsibility

Frozen Fruits

Frozen Vegetables - Regular

Remove Item

Clear List

MAJOR CATEGORY

Automotive Supplies

Baby Needs

Bakery Items

Baking Mixes

Bulk Items - Food & Non-Food

Candy

SELECT A MINOR CATEGORY

SELECT YOUR PRODUCT BUYING RESPONSIBILITY

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ITG Project Harvest				
File		Help		
Company Information		Operations Profile	Logistical Preferences	Product Specifications
Importer Comments				
Primary Contact		Buyer No. 1	Buyer No. 3	Buyer No. 4
More Buyers				
Name		Etienne Beneton		
Title		Category Manager/Buyer		
Phone #		33-1-47.50.26.59		
Fax #		33-1-47.50.26.38		
Street Address		Batiment Charles de Gaulle 28 Rue Vendôme		
City		75002 - Paris		
State				
Country		France		
Postal Code				
Full E-Mail Address		marquedist@attmail.com		
<input checked="" type="checkbox"/> Send a copy of CD-ROM				
Remove Item		Clear List		
MAJOR CATEGORY		SELECT A MINOR CATEGORY		
Frozen Baked Goods		Automotive Supplies		
Frozen Pastry Items		Baby Needs		
		Bakery Items		
		Baking Mixes		
		Bulk Items - Food & Non-Food		
		Candy		
SELECT YOUR PRODUCT BUYING RESPONSIBILITY				

Done

PCT/US96/18133

ITG Project Harvest

File Help

Importer	Comments
...	...

Retail Food Chain - Operations Profile

Retail Store Locations

THE UNIVERSITY OF CHICAGO LIBRARY

France: Over 500

Germany: 100 - 199

Sweden: 50 - 99

Remove Item

Clear List

Credit References

Bank
Banque Paribas

Contact **Marc Antoine**

Account Z2947A-3

FAX 33-1-47.20.30

Trade References

Company **Apple Valley Produce Company**

Contact Jack Ballinger

FAX 509-772-9374

Company
Valley Creek Growers

Contact Dorothy O'Darby

FAX 404-590-3826

Company
Campbell Inc.

Contact Ron Brown

FAX 205-268-1234

Done

PCT/US96/18133

ITG Project Harvest

File Help

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 99. **THE**
 100. **THE**

Product	Quantity	Unit Price	Total Price	Importer	Comments
...

Retail Food Chain - Operations Profile

Retail Store Locations

France: Over 500

Germany: 100 - 199

Sweden: 50 - 99

Remove Item

Clear List

Credit References

Bank
Banque Paribas

Banque Paribas

Contact Marc Antoine

FAX 33-1-47.20.30

Account Z2947A-3

Z2947A-3

Trade References

Company **Apple Valley Produce Company**

Apple Valley Produce Company

Contact
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FAX 509-772-9374

Company
Valley Creek Growers

Valley Creek Growers

Contact
Dorothy O'Darby

FAX 404-590-3826

Company **Campbell Inc.**

Campbell Inc.

Contact
Ron Brown

FAX 205-268-1234

Done

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PCT/US96/18133

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ITG Project Harvest				
File Help				
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #2		Product #3	Product #4	Importer Comments
<p>Description: Whole Kernel Canned Corn</p> <p>Product: 128237 Supplier: P34762</p> <p>Grade: A Fancy Label: Buyer</p> <p>Case: 24/15 oz Label Language: French</p> <p>Weight: 12.725 lbs Cube: .973 cuft</p>				
Container: 20-FCL <input checked="" type="checkbox"/> Samples Requested		Loading: Slip Sheets		
<p>Anticipated orders for this product are 10 x 20' FCL/quarter to begin about 3 March 1996.</p> <p>Requested target price @ US\$9.50/case CIF Rotterdam.</p>				
<p>Product Notes: Vac pack preferred. 24/12oz acceptable. Prefer sweet variety. Quote as soon as possible. First ship 11/95.</p>				
Done				

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ITG Project Harvest				
File		Help		
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1	Product #2	Product #3	Product #4	Importer Comments
<p>Description: Crispy Rice Cereal</p> <p>Product: 298423 Supplier: C23456</p> <p>Grade: N/A Label: Buyer</p> <p>Case: 24/20 oz Label Language: French</p> <p>Weight: 9.79 lbs Cube: 1.23 cuft</p> <p>Container: 40-FCL Loading: Floor Loaded</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 5 x 40' FCL annually to begin about 1st Quarter 1996. Requested target price @ US\$14.25/case C&F Antwerp.</p> <p>Product Notes: This is a new import item for us. Need help with packaging design and photography.</p>				
<p>Done</p>				

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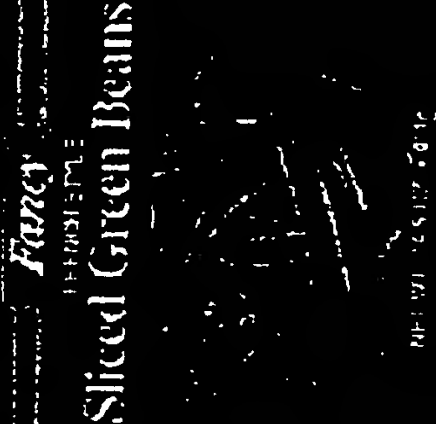
32/39

ITG Project Harvest				
File Help				
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1		Product #2	Product #3	Product #4
Description: Sliced Yellow Cling Canned Peaches				
Product: 340921		Supplier: W23497		
Grade: B Choice		Label: Mature's Harvest		
Case: 24/29 oz		Label Language: French		
Weight: 26.92 lbs		Cube: 1.67 cuft		
Container: 40-FCL		Loading: Palletized		
<input checked="" type="checkbox"/> Samples Requested				
Anticipated orders for this product are 7 x 40' FCL/quarter to begin about April 1996. Requested target price @ US\$12.10/case FOB Baltimore.				
Product Notes: This is a new import item for us. Price is primary consideration. Quality not as critical. Brix 20° to 24°. Will consider packer label.				
Done				

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ITG Project Harvest				
File Help				
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1 Description: Sliced Canned Green Beans Product: 129467 Grade: A Fancy Case: 24/15 oz Weight: 11.25 lbs		Product #3 Supplier: P34762 Label: Harvest Time Label Language: French Cube: .98 cuft	Product #4 <div>  </div>	
Container: LCL <input type="checkbox"/> Loading: Palletized <input checked="" type="checkbox"/>		<input checked="" type="checkbox"/> Samples Requested		
Anticipated orders for this product are 10 x consolidations/year to begin about 3 March 1996. Requested target price @ US\$9.50/case CIF Rotterdam.				
Product Notes: Current imports from China and Spain.				
<input type="button" value="Done"/>				


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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Importer Comments				
<p>This is the first time we are using your system. Please quote as soon as possible. Our deadline for replies: November 30, 1995. Please send us 12 more CD-ROMs of US Private Label Products at no charge. Thank you.</p>				
<p>Product quality is my prime buying-decision criterion: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Product price is my prime buying-decision criterion: <input type="radio"/> YES <input checked="" type="radio"/> NO</p> <p>Given equal price/quality to our existing source, we will buy: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry only to chosen suppliers: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry to all suppliers that can quote our products: <input type="radio"/> YES <input checked="" type="radio"/> NO</p> <p>Please include company brochures and collateral materials: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>I will use your packaging design services: <input type="radio"/> YES <input checked="" type="radio"/> NO</p>				
				Done


PCT/US96/18133

	<h1 style="margin: 0;">ITG Project Harvest</h1>	<div style="border: 1px solid black; padding: 2px; display: inline-block;">PRODUCT REVIEW</div> <div style="border: 1px solid black; padding: 2px; display: inline-block; margin-left: 10px;">MAIN MENU</div>
<p>Comments</p> <p>This CD-ROM has been designed to capture the necessary information to make your export quotation complete, accurate and timely. Please use the space below to communicate any additional comments, requirements and/or information that should be considered when responding to your Request for Quotation.</p>		
<p>Importer Comments</p> <div style="border: 1px solid black; height: 150px; width: 100%;"></div>		
<p>Product quality is my prime buying-decision criterion: <input type="radio"/> YES <input type="radio"/> NO</p> <p>Product price is my prime buying-decision criterion: <input type="radio"/> YES <input type="radio"/> NO</p> <p>Given equal price/quality to our existing source, we will buy: <input type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry only to chosen suppliers: <input type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry to all suppliers that can quote our products: <input type="radio"/> YES <input type="radio"/> NO</p> <p>Please include company brochures and collateral materials: <input type="radio"/> YES <input type="radio"/> NO</p> <p>I will use your packaging design services: <input type="radio"/> YES <input type="radio"/> NO</p>		
<div style="border: 1px solid black; padding: 5px; display: inline-block;">Continue</div>		

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ITG Project Harvest	
File	Help
	
Selection Review	
COMMENTS	MAIN MENU

The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.

Click on "Review Selections" to review selections.

Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.

Make sure that your printer/fax modem is set as the default printer, then click on the PRINT/FAX button.

Review Selections

E-Mail

Print/Fax

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PCT/US96/18133

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ITG Project Harvest

File Help

The Foreign Buyer's Pre-Formatted Request For Quotation

FAX - REQUEST FOR EXPORT QUOTATION (RFQ)

FAX/TELEX/MAIL

CD 34 3672 (RUC) 2001. 232. 1st time 10/13/95. Inquiry Due 11/13/95
 Please forward this inquiry to the suppliers of the following selected products

2001
 1. General Trade Group - 6700 SW 5th St. Suite 101, Ft. Lauderdale, FL 33304
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 2. Various Distributors in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 3. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 4. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 5. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 6. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 7. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 8. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 9. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 10. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 11. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 12. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 13. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 14. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

2001
 15. Various Suppliers in U.S.A.
 Tel: (305) 568-4191 • Fax: (305) 568-4191 • Telex: 5684191

Previous

Continue

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ITG Project Harvest

File Help

The Supplier's Export Trade Lead

FAX - EXPORT TRADE LEAD at 1700/27/11/15/97

From: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

To: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Subject: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Body: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Footer: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Header: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Footer: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Header: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Footer: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
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Header: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Footer: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Header: International Trade Group - 6700 SW 2nd Ave. - Suite 200 - USA
 Tel: (503) 596 4771 • Email: export@itg.com • Fax: (503) 596 4775

Seed Samples: Yes
 Currently Importing from: Spain, USA
 100% Vol. per year: 20/12 on acceptable. Production must comply.
 Cade is more possible. 1st Sep 11/95

1. 12047
 Current Corn: 10/15oz - Fancy A
 Buyer Label (Supplier Name) - Proj. Volume: 100000 Yr. - 20C Prod.
 Imported in 100000 Corn: 100000 Yr. - 20C Prod.
 Seed Samples: Yes
 Currently Importing from: China, Spain, USA

2. 12048
 Current Corn: 10/15oz - Fancy A
 Buyer Label (Supplier Name) - Proj. Volume: 100000 Yr. - 20C Prod.
 Imported in 100000 Corn: 100000 Yr. - 20C Prod.
 Seed Samples: Yes
 Currently Importing from: China, Spain, USA

3. 12049
 Current Whole Packed Potatoes: 20/10oz - 20/20oz - Fancy A
 Buyer Label (Supplier Name) - Proj. Volume: 800000 Yr. - 20C Prod.
 Imported in 100000 Corn: 100000 Yr. - 20C Prod.
 Seed Samples: Yes
 Currently Importing from: Italy, Morocco, Peru, Spain, USA
 100% Vol. per year: 20/12 on acceptable. Production must comply.

Additional Comments: Importing from: Spain, USA
 Please quote as soon as possible. Deadline for replies: November 30, 1995

Exclusions:
 Quality is primary consideration. Price is not.
 We are looking for a packaging design service. Make offer:
 Importer's agent to pay for freight and handling. Supply:
 - 100000 Yr. - 20/12 on acceptable. Production must comply.
 - Seed Samples: Yes
 - Currently Importing from: Spain, USA
 - Buyer Label (Supplier Name) - Proj. Volume: 100000 Yr. - 20C Prod.
 - Imported in 100000 Corn: 100000 Yr. - 20C Prod.
 - Seed Samples: Yes
 - Currently Importing from: China, Spain, USA

Request and your product catalogues & price list.
 Requested information on your company, Seed Samples:

END OF FAX

Previous

Done

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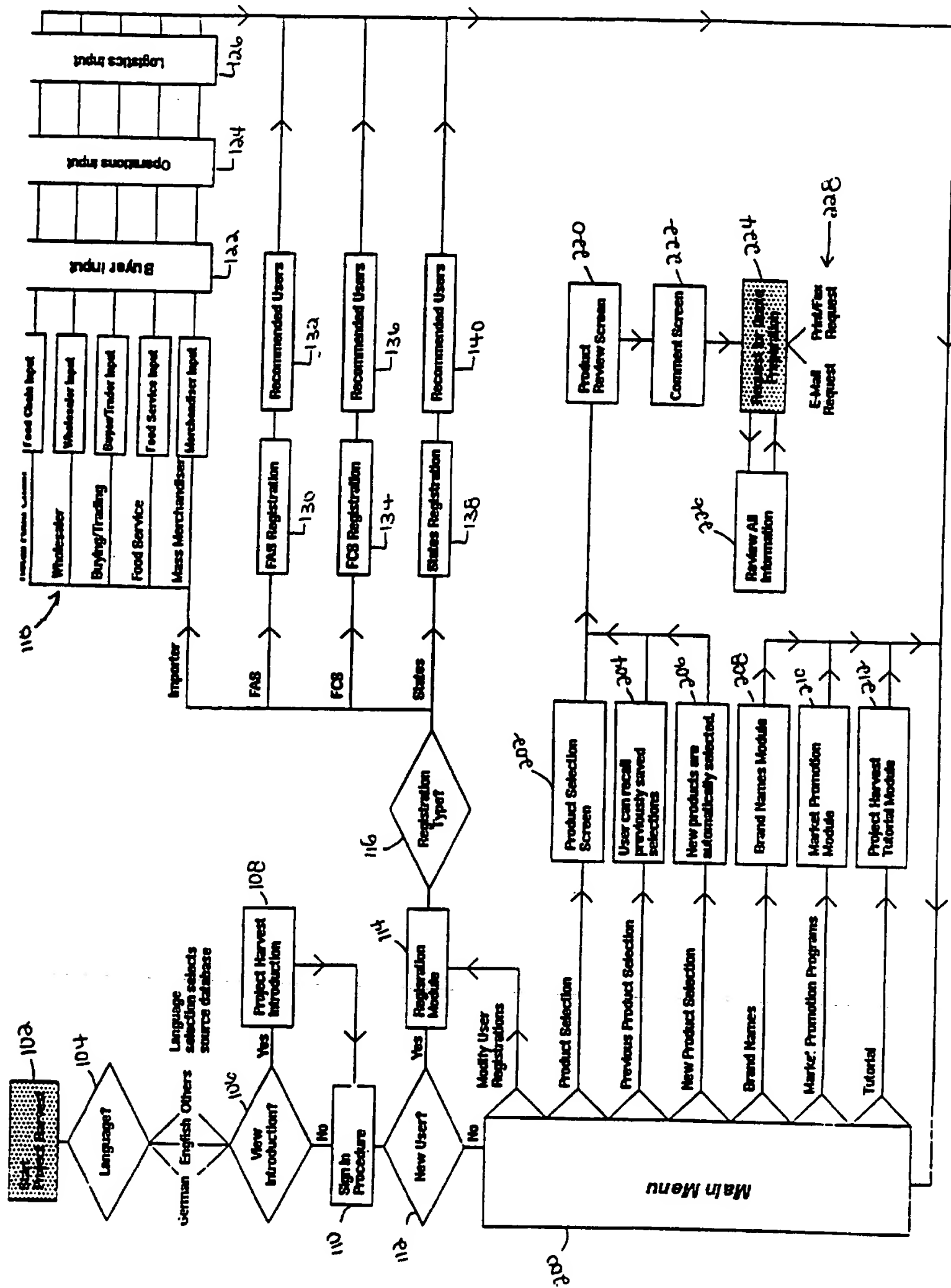


Fig. A

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US96/18133

A. CLASSIFICATION OF SUBJECT MATTER

IPC(6) : G06F 17/60, 15/00
US CL : 395/226, 201, 752, 758

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 395/226, 201, 752, 758

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

APS, Dialog (remote or computer) & (purchase or buy or order) & (catalog or directory) & (language or translate)

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	US, A, 5,361,199 (SHOQUIST ET AL.) 01 November 1994, See entire document.	1-10
Y	US, A, 5,319,542 (KING, JR. ET AL.) 07 June 1994, See entire document.	1-10, 13-16
Y	US, A, 5,175,684 (CHONG) 29 December 1992, See entire document.	13-16
Y	US, A, 4,992,940 (DWORKIN) 12 February 1991, See entire document.	1-10
Y	US, A, 4,799,156 (SHAVIT ET AL.) 17 January 1989, See entire document.	1-10
Y, P	Info. Access Co. Internet Service Casts for Japanese. Catalog Age. November 1995, v12, n12, page 24.	1-16



Further documents are listed in the continuation of Box C.



See patent family annex.

* Special categories of cited documents:	*T	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
A document defining the general state of the art which is not considered to be of particular relevance	*X*	document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
E earlier document published on or after the international filing date	*Y*	document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art
L document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)	*Z*	document member of the same patent family
O document referring to an oral disclosure, use, exhibition or other means		
P document published prior to the international filing date but later than the priority date claimed		

Date of the actual completion of the international search

03 FEBRUARY 1997

Date of mailing of the international search report

07 MAR 1997

Name and mailing address of the ISA/US
Commissioner of Patents and Trademarks
Box PCT
Washington, D.C. 20231

Facsimile No. (703) 305-3230

Authorized officer

GAIL HAYES

Telephone No. (703) 305-9711

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US96/18133

C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	Business Editors and Computer Writers. TK ASSOCIATES INTL: New Service Helps U.S. Firms Market to Japanese Over the Internet. Business Wire. 03 May 1995	1-16
A	CLOUTIER, EDWARD. As Systems Go Global, Networks Must Adapt to Multilingual Needs of Users. Computing Canada. September 1993, v19, n19, page 24.	11-16
Y	DEUNETTE, JACKY. European Online Activity. Online. July 1988. v12, n4, pages 100-101.	1-16
Y	DEUNETTE, JACKY. European Online Activity. Online. March 1988, v12, n2, pages 111-113.	1-16

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